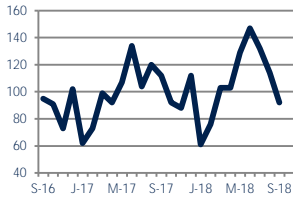


Zip Code(s): 23320 and 23328

Units Sold

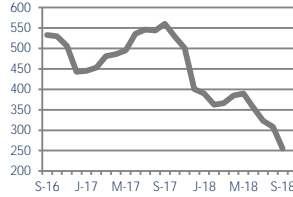
92



Down -18%
Vs. Year Ago

Active Inventory

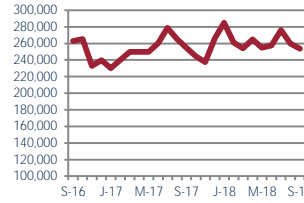
255



Down -54%
Vs. Year Ago

Median Sale Price

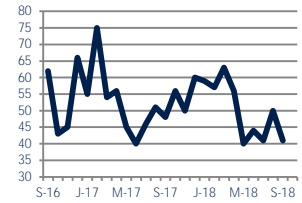
\$253,500



Down -1%
Vs. Year Ago

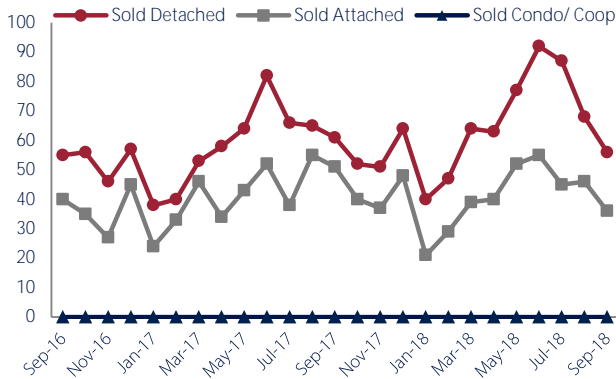
Days On Market

41



Down -15%
Vs. Year Ago

Units Sold*



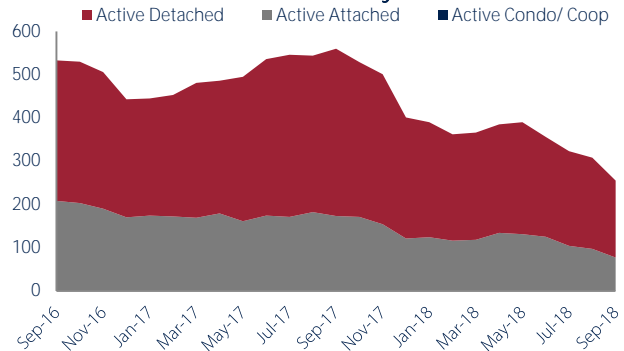
Units Sold

There was a decrease in total units sold in September, with 92 sold this month in Westover, Essex Meadows, and Greenbrier versus 114 last month, a decrease of 19%. This month's total units sold was lower than at this time last year, a decrease of 18% versus September 2017.

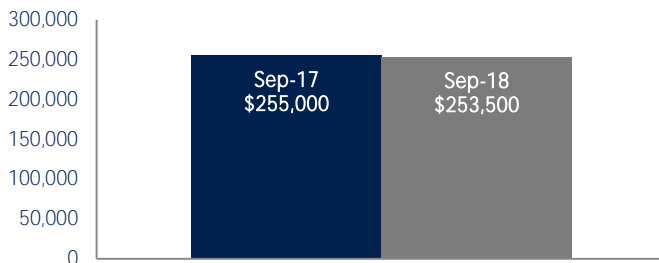
Active Inventory

Versus last year, the total number of homes available this month is lower by 305 units or 54%. The total number of active inventory this September was 255 compared to 560 in September 2017. This month's total of 255 is lower than the previous month's total supply of available inventory of 308, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Westover, Essex Meadows, and Greenbrier Homes was \$255,000. This September, the median sale price was \$253,500, a decrease of 1% or \$1,500 compared to last year. The current median sold price is 2% lower than in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Westover, Essex Meadows, and Greenbrier are defined as properties listed in zip code/s 23320 and 23328.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of REIN or Long & Foster Real Estate, Inc.



CHRISTIE'S INTERNATIONAL REAL ESTATE

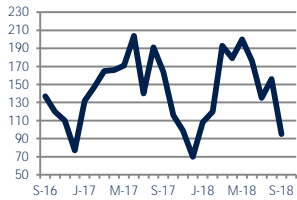




Zip Code(s): 23320 and 23328

New Listings

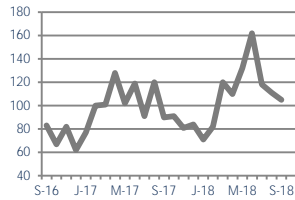
95



Down -42%
Vs. Year Ago

Current Contracts

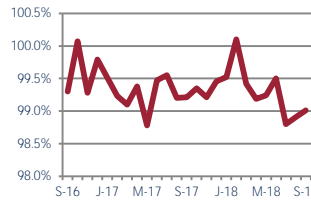
105



Up 17%
Vs. Year Ago

Sold Vs. List Price

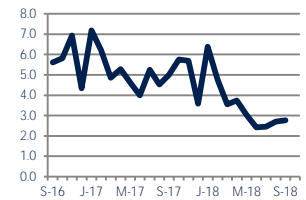
99.0%



No Change
Vs. Year Ago

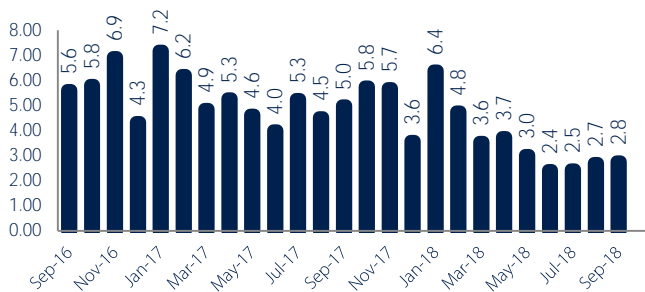
Months of Supply

2.8



Down -45%
Vs. Year Ago

Months Of Supply



Months of Supply

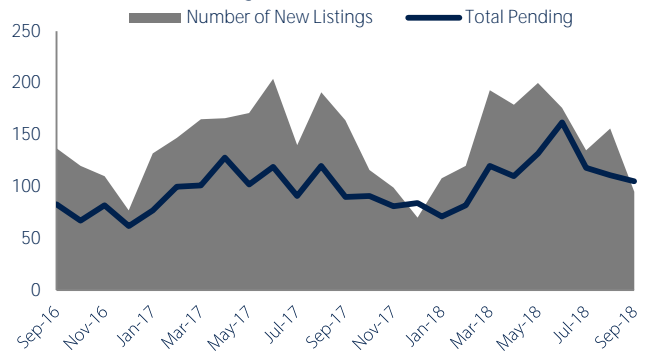
In September, there was 2.8 months of supply available in Westover, Essex Meadows, and Greenbrier, compared to 5.0 in September 2017. That is a decrease of 45% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

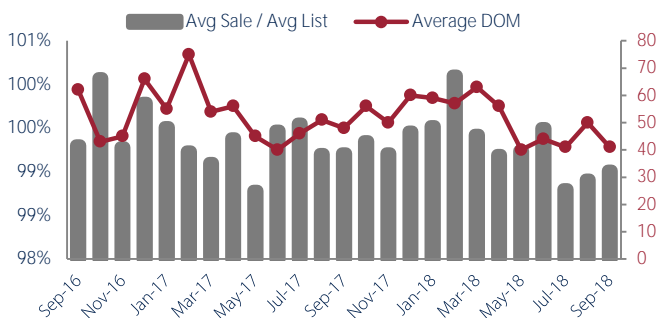
New Listings & Current Contracts

This month there were 95 homes newly listed for sale in Westover, Essex Meadows, and Greenbrier compared to 164 in September 2017, a decrease of 42%. There were 105 current contracts pending sale this September compared to 90 a year ago. The number of current contracts is 17% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Westover, Essex Meadows, and Greenbrier was 99.0% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 41, lower than the average last year, which was 48, a decrease of 15%.



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